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EXHIBIT F

In The Matter Of:

Hodell-Natco Industries, Inc. v. SAP America, Inc., et al.

Otto Reidl Vol. 1 February 7, 2012

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- 1 Q. If as of December 23rd, 2005,
- 2 Hodell believed that LSi was the authorized
- 3 agent of SAP, why would Hodell sign a license
- 4 agreement on December 23rd, 2005, with
- 5 language indicating that LSi is not the agent
- 6 of SAP?
- 7 MR. LAMBERT: I'm going to object. You
- 8 can ask that of Kevin, because we're getting
- 9 into a little more of the details surrounding
- the execution of this agreement, and we'll let
- 11 you ask Kevin all about that.
- BY MR. STAR:
- 13 Q. Okay. Sir, did you personally
- have any involvement with reviewing and
- 15 executing the -- the license agreement with
- 16 SAP?
- 17 A. I read it, along with Kevin.
- **18** Q. Prior to Kevin signing it?
- 19 A. Correct.
- 20 Q. Okay. When do you recall reading
- 21 it prior to his signing?
- 22 A. Either the day he signed it or
- 23 shortly before.
- 24 Q. Okay. So you recall being aware,
- before Kevin signed this document on behalf of

- 1 MR. LAMBERT: I was going to go off the
- 2 record to discuss that. That's fine. I think if
- 3 there is a way that we can -- I don't have a
- 4 problem with you asking Otto that as an individual
- 5 testifying on his own behalf, as long as it's
- 6 clear somehow that it's not -- he's not the
- 7 designee of the Plaintiff to testify on that
- 8 subject, that you can ask him that.
- 9 MR. STAR: Okay.
- MR. LAMBERT: I don't know how we can
- 11 logistically accomplish that, if there is a way.
- MR. STAR: I think practically speaking,
- it makes little difference, because he's the CEO,
- and we're talking about his personal knowledge,
- but let's -- let's go through it.
- 16 BY MR. STAR:
- 17 Q. Let me just go back to where we
- were. Your testimony was that prior to
- 19 Kevin's signing of this document of
- 20 December 23rd, 2005, you personally read the
- entire license agreement, correct?
- 22 A. Correct.
- O. And then you would have also read
- 24 Section 4.1 that we have been through here?
- 25 A. That is correct.

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1 Hodell, that it contained the language in

bit different. Let me ask it in a -- in a

- 2 Section 4.1, correct?
- 3 A. I'm not certain that the full
- 4 brunt of that entered my mind.
- 5 Q. Okay. My question is a little
- 7 different way though. Prior to Kevin signing
- 8 this document, did you read the language in
- 9 Section 4.1?
- 10 A. I read the document.
- 11 Q. Okay. And that would have
- included 4.1?
- 13 A. Correct.
- MR. LAMBERT: Objection.
- 15 BY MR. STAR:
- 16 Q. Yes? Yes?
- 17 A. Yes.
- 18 Q. Okay. Did -- did reading Section
- 19 4.1 give you or Hodell any cause for concern?
- MR. LAMBERT: I'm going to object.
- 21 Outside the scope.
- MR. STAR: Well, let me be clear. I
- thought what we had discussed before the
- 24 deposition is that he'd also be testifying to
- 25 things that are within his personal knowledge.

- 1 Q. Okay. My question then was, did
- 2 the language in Section 4.1 give you any cause
- 3 for concern when you read it, before -- before
- 4 Kevin signed it, signed the license agreement?
- 5 A. Yes.
- 6 Q. What concerns did it give you?
- 7 A. Am I asking -- answering as an
- 8 individual or CEO?
- 9 MR. LAMBERT: As an individual. Well,
- 10 and as a CEO.
- 11 THE WITNESS: This was a way for SAP to
- 12 limit their liability in a situation that
- wasn't a good one possibly.
- BY MR. STAR:
- 15 Q. Okay. Any other concerns that
- were raised when you read Section 4.1 before
- 17 Kevin signed the document?
- 18 A. Yes. All of a sudden, out of the
- blue, comes a license agreement, when three
- years, two years, or a year earlier, we were
- in the process of acquiring 80 licenses.
- 22 Q. What do you mean out of the blue?
- 23 A. We were never told that -- that
- we had to sign this agreement.

25 Q. Never told by whom?

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- 1 the document if he thought he shouldn't have,
- 2 right?
- 3 A. Right.
- 4 Q. Okay. I'm trying to find out
- 5 from you what the Hodell state of mind was at
- 6 the time --
- 7 A. We agonized --
- 8 Q. -- you signed this document?
- 9 A. -- over it. That's the best I
- 10 can say.
- 11 Q. What do you mean agonized over
- 12 it?
- MR. LAMBERT: Again, if you're asking
- what the Hodell state of mind is at the time
- this document was executed, that's the
- 16 belief --
- MR. STAR: Fine. He can testify in his
- 18 individual capacity.
- 19 BY MR. STAR:
- 20 Q. What -- what do you mean you
- agonized over it? You mean you agonized over
- signing this license agreement?
- 23 A. Yes.
- 24 Q. Why?
- 25 A. Because of the burden it would

- 1 in this case has already held as a matter of
- 2 law that SAP AG was not a party to the license
- 3 agreement signed on December 23rd, 2005,
- 4 correct?
- 5 MR. LAMBERT: Objection.
- 6 THE WITNESS: Yep.
- 7 BY MR. STAR:
- 8 Q. Okay. So you're aware that the
- 9 court in this case has already concluded that
- the only contract, written contract, between
- an SAP Defendant and Hodell is the license
- agreement which is between Hodell and SAP
- 13 America, correct?
- 14 A. Correct.
- 15 Q. Okay. And you're also aware that
- the only way in which Hodell was given the
- 17 right to use any SAP software, was by signing
- 18 this license agreement with SAP directly,
- 19 correct?
- 20 MR. LAMBERT: Objection.
- 21 BY MR. STAR:
- 22 Q. You can answer the question.
- 23 A. Repeat that -- repeat the
- 24 question.
- MR. LAMBERT: If it's the same

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- 1 put on us if this failed.
- 2 Q. Okay. What burden did you think
- 3 would be put on you if it failed?
- 4 A. For the 40 licenses that we had
- 5 to add in order to -- in order to get those,
- 6 we signed this, we would have no protection.
- 7 Q. Where in this document does it
- 8 say anything about 40 licenses in this license
- 9 agreement, sir?
- 10 A. It doesn't, sir. We have an
- 11 earlier agreement where we purchased 80
- 12 licenses.
- 13 Q. And you're referring to the
- development agreement, right?
- **15** A. I'm referring to our purchase
- order and the invoice for the 80 licenses.
- 17 Q. Are you aware that the court in
- this case has already held as a matter of law
- 19 that neither SAP America, nor SAP AG, was
- 20 actually a party to the development agreement
- or your purchase order; you aware of that?
- MR. LAMBERT: Objection.
- THE WITNESS: Yes.
- BY MR. STAR:
- 25 Q. You're also aware that the court

- 1 question, this is Otto testifying --
- MR. STAR: Fine.
- 3 MR. LAMBERT: -- individually.
- 4 MR. STAR: That's fine.
- 5 BY MR. STAR:
- 6 Q. Sir, you -- you're personally
- aware that the only way in which Hodell had
- 8 any right at all to use any -- any SAP
- 9 software was by signing this license agreement
- 10 with SAP America, correct?
- 11 MR. LAMBERT: Objection.
- THE WITNESS: I'm not an attorney, but
- 13 I suspect that answer -- that is correct.
- 14 BY MR. STAR:
- 15 Q. Okay. In December of 2005, did
- 16 Hodell have legal representation? Was there
- an attorney that you used regularly?
- 18 A. Please repeat that question.
- 19 Q. In December of 2005, did Hodell
- 20 have legal representation?
- 21 A. On whether we signed this
- 22 contract or not?
- 23 Q. No, in general.
- 24 A. Yes, we did.
- 25 Q. Who was your attorney in December

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- information. I mean, he didn't -- he's
- testified he didn't go to the lawyer that he 2
- had for 20 years, and I'm asking -- and yet he 3
- 4 agonized over this document, and I'm asking
- him why he didn't go to his lawyer. 5
- MR. LAMBERT: Again, first of all, Otto 6
- isn't the one that signed this document. 7
- Kevin is. If you want to ask Kevin, that's 8
- fine. 9
- MR. STAR: Well, I will also ask Kevin 10
- the question, and -- but Otto has testified 11
- here today that he reviewed this document in 12
- detail, and that his son would not have signed
- 13
- this document if he didn't approve it, and 14
- that they agonized over the document. 15
- 16 BY MR. STAR:
- 17 Q. Sir, given your testimony that
- you reviewed this document before it was
- signed by your son, that you agonized over the 19
- 20 document, and you had some concerns, why
- didn't you go to Mr. Kratus or somebody else 21
- in his firm to review it? 22
- 23 A. Two reasons. Number one, we both
- speak English, we can read, and we were
- dealing with a worldwide organization that, in

- 1 BY MR. STAR:
- Q. Okay. But you're aware that the
- court dismissed any claim against SAP America
- or SAP AG that it had breached the development
- agreement, correct? 5
- A. Correct. 6
- Q. And you're aware that the court
- dismissed any claim against SAP AG that it
- breached the license agreement, correct?
- A. I don't recall. 10
- Q. Paragraph 84 of the complaint
- states that in the event Hodell-Natco should
- be deemed bound to the terms of the SAP
- Business One software license agreement for
- the 2005 purchase of 40 CMR -- pardon me --15
- 16 CRM user license -- licenses -- the Plaintiff
- alleges that the warranty set forth in 17
- paragraph 7.1 was breached, as the software
- did not substantially conform to the 19
- functional specifications contained in the 20
- documentation. 21
- What specifically does Hodell contend
- about the SAP Business One software that it did 23
- not substantially conform to the functional 24
- specifications contained in the documentation?

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- our view, could be trusted at the time.
- 2 Q. Okay. Is that it?
- з A. Yeah.
- 4 Q. Okay. So you understood what you
- were signing then? It was in plain English,
- as you say, right?
- 7 A. (Witness nods head.) Yes.
- 8 Q. Okay. Including paragraph 11.9,
- which says that this is the entire agreement, 9
- and that all previous representations, 10
- discussions and writings are merged in and 11
- superseded by this agreement, correct? 12
- **13** A. I already answered that question.
- 14 Q. Okay. We'll let you stand by
- your prior answer. 15
- Your third cause of action here, sir, is 16
- for breach of contract. And in the complaint, you 17
- allege that SAP had breached both the development 18
- agreement and the license agreement. As we've 19
- already established, the only remaining claim 20
- against SAP for breach of contract is a claim that 21
- SAP America breached a warranty obligation in the 22
- 23 license agreement. You understand that?
- MR. LAMBERT: Objection. 24
- THE WITNESS: I'm not an attorney. 25

- MR. LAMBERT: Again, that's going to be 1
- Kevin's area of testimony. 2
- 3 BY MR. STAR:
- Q. Okay. Do you have any
- understanding in your individual capacity as
- to what is -- what you mean by the
- "documentation" referenced in paragraph 84 of
- the complaint?
- A. Among various documents, the
- elements that talked about productivity
- improvement, efficiencies, reduction of
- cost --12
- Q. Okay. 13
- 14 A. -- speed of access to data.
- 15 O. If you look at the license
- agreement for me, sir, again, Exhibit G.
- Exhibit G, sir. Paragraph 1.2 is titled
- Documentation. It says it means SAP's
- documentation, which is delivered to licensee,
- which is Hodell, under this agreement. Do you 20
- see that? 21
- 22 A. Yes.
- 23 Q. Okay. Are you on paragraph 1.2,
- sir?
- 25 A. 7.1.

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Page 237 second. (Whereupon, an off-the-record discussion 2 was held at 4:13.) 3 4 (Whereupon, the deposition was continued until the following day.) 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 Page 238 1 CERTIFICATE OF THE REPORTER 2 I, Angela A. O'Neill, a Registered Professional 3 Reporter and Notary Public, authorized to administer oaths and to 4 take and certify depositions, do hereby certify that the 5 above-named witness was by me, before the giving of their 6 deposition, first duly sworn to testify the truth, the whole 7 truth, and nothing but the truth to questions propounded at the 8 taking of the foregoing deposition in a cause now pending and 9 undetermined in said court. 10 I further certify that the deposition above-set forth 11 was reduced to writing by me by means of machine shorthand and was 12 later transcribed from my original shorthand notes; that this is a 13 true record of the testimony given by the witness; and that said 14 deposition was taken at the aforementioned time, date, and place, 15 pursuant to notice or stipulations of counsel. 16 IN WITNESS WHEREOF, I have set my hand and seal this 17 14th day of February, 2012. angela a. D'Neill 18 19 Angela A. O'Neill, RPR 20 My Commission Expires: Aug. 10, 2012 21 22 23 24 25